



# Assistant Manager - KAM Premium - Enterprise Mid Market - Varanasi

**Varanasi, Uttar Pradesh**

**Business - Enterprise Mid-Market / On-Roll / On-Site**

## About Us:

Paytm is India's leading mobile payments and financial services distribution company. Pioneer of the mobile QR payments revolution in India, Paytm builds technologies that help small businesses with payments and commerce. Paytm's mission is to serve half a billion Indians and bring them to the mainstream economy with the help of technology

## Expectations/ Requirements:

I Key account Manager is principally responsible for Signing New Logos/ Merchants/Brands from Large Enterprise / Corporate Accounts.

I The BDM achieves these goals by creating Funnel and Closure of accounts.

## Superpowers/ Skills that will help you succeed in this role:

I Adaptability: Attitude of optimism and “can-do” orientation with ability to think creatively and navigate successfully past barriers and obstacles

I Focus through the Noise: Ability to tune out distractions to focus work on priority goals and tasks

I Persuasion: Ability to present concepts, ideas and proposals in a manner that is perceived positively by and clearly resonates with intended audiences and stakeholders, while encouraging action.

I Professionalism: Ability to project a mature and professional attitude, demeanor and appearance as is appropriate to a given situation

I Sense of Urgency: Ability to prioritize, plan and move decisively when necessary to meet timeframes to avoid timing crises.

Why join us:

I A collaborative output driven program that brings cohesiveness across businesses through technology.

I Improve the average revenue per use by increasing the cross-sell opportunities.

I A solid 360 feedbacks from your peer teams on your support of their goals.


I Respect, that is earned, not demanded from your peers and manager.

Compensation:

If you are the right fit, we believe in creating wealth for you with enviable 500 mn+ registered users, 21 mn+ merchants and depth of data in our ecosystem, we are in a unique position to democratize credit for deserving consumers & merchants – and we are committed to it. India's largest digital lending story is brewing here. It's your opportunity to be a part of the story!

*We may use artificial intelligence (AI) tools to support parts of the hiring process, such as reviewing applications, analyzing resumes, or assessing responses. These tools assist our recruitment team but do not replace human judgment. Final hiring decisions are ultimately made by humans. If you would like more information about how your data is processed, please contact us.*

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